

TBO.com is one of the **leading travel distribution platform** in the global travel & tourism industry



Connecting over



147K
Travel Buyers



100+
Countries



1 Million
Travel Suppliers



What sets TBO apart from everyone else? With TBO's focus being on business-to-business (B2B), we provide our hotel partners exposure to hard to reach and fragmented retail travel agents. We understand the importance of travel bookers as trusted advisors to travelers and experts in guiding their customers with hotel choices. Therefore, we have created tools to influence customer booking behavior and generate high-value, incremental guest bookings. We seamlessly cater to those booking multiple destinations or multi-product trips with mid to high-end budgets, as well as those who need a tailor-made service approach.

We offer controlled, password-protected distribution to our retail travel agents, providing hotels with protection against rate leakage or down-streaming of rates. We pay hotels using VCC, which is chargeable at the last cancellation deadline—i.e., NRF would be chargeable at the time of booking, flex at check-in.

We have state-of-the-art business intelligence that provides insights into trends and patterns in advance, allowing you to plan your leisure strategy accordingly.

We are a global company,
headquartered in India with offices across

**Europe, the United States, Latin America,
the Middle East, and Asia**



Our top source markets in 22-23 are

India | Middle East & Africa | Europe
Latin America | North America | APAC



Our clients tend to **stay for longer, book higher room categories, and have a lower cancellation ratio**

At TBO, we don't aim to work with every hotel in a market; instead, we handpicked hotels that meet our criteria for customer service, quality, and competitiveness. To ensure we generate maximum value for our bookers and in turn hotels, we have developed some powerful tools to help us sell hotels more effectively.

TBO+

Our customer loyalty programme gives bookers the ability to earn points on every USD they spend with us. They can then convert these points into vouchers, gifts, experiences, or travel. It's a dynamic tool for client retention, showcasing a hotel, and reducing the cancellation ratio. TBO funds basic-level points for all suppliers. However, there is an opportunity to partner with us on a double or triple points campaign—please speak to your assigned Contract Manager for more details on this.

TBO Packages

We are a non-B2C player who offers a dynamic packaging solution to our clients. We can bundle flights, hotels, sightseeing, theatre tickets, and much more in our packaging tool, providing an effective way to further distribute your rooms. Additionally, we have the capability to partner with airlines to run their dynamic packaging.

TBO Academy

A learning platform that gives bookers access to educational webinars on destinations and hotels. We partner with tourist boards and hotel chains to set up webinars, allowing them to promote hotels and destinations. Following the webinar, we generally run a quiz where the booker gets a joint-branded certificate.



For more information or to start a collaboration

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